



Q3 2025 SEATTLE METRO

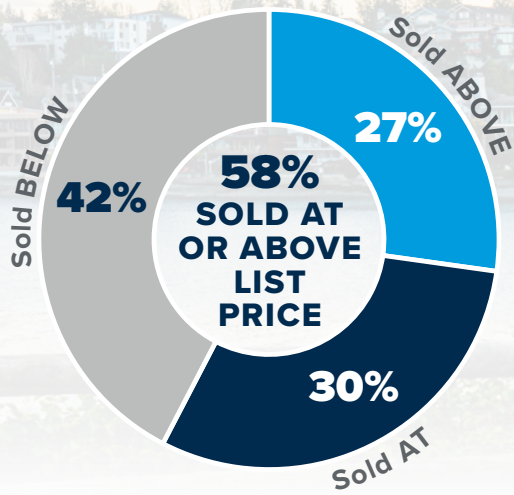
market review

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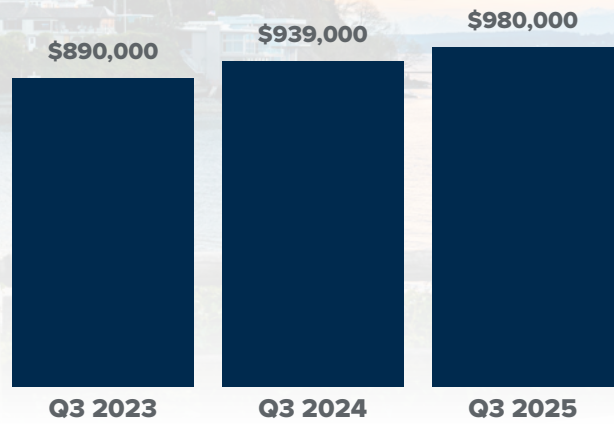
a quarterly report on single family
residential real estate activity

WINDERMERE REAL ESTATE / MERCER ISLAND


Windermere
REAL ESTATE



MEDIAN SALES PRICE



NEIGHBORHOOD SNAPSHOT

community	# sold	avg. \$ per sq ft	% sold at or above list price	% sold in first 10 days	median sale price (in thousands)
West Seattle	292 ↓ -1%	\$525 ↓ -2%	63%	53%	\$881 ↑ 8%
South Seattle	205 ↑ 11%	\$459 ↓ -4%	55%	44%	\$803 ↑ 4%
Madison Park & Capitol Hill	209 ↑ 16%	\$664 ↓ -2%	49%	35%	\$1,195 ↑ 2%
Queen Anne & Magnolia	137 ↑ 3%	\$639 ↑ 1%	49%	39%	\$1,300 ↓ -4%
Ballard & Green Lake	460 ↑ 4%	\$550 ↓ -3%	49%	39%	\$942 ↓ -1%
North Seattle	287 ↑ 18%	\$576 ↑ 3%	56%	56%	\$1,115 ↑ 7%
Richmond Beach & Shoreline	82 ↓ -22%	\$518 ↓ -5%	59%	49%	\$937 ↑ 4%
Lake Forest Park & Kenmore	81 ↓ -13%	\$464 ↓ -3%	70%	58%	\$945 ↑ 5%
ALL SEATTLE	1,753 ↑ 5%	\$557 ↓ -2%	58%	48%	\$980 ↑ 4%

Percent changes are year-over-year

AVERAGE COST PER SQUARE FOOT

Q3 2023 - Q3 2025



Q3 2025

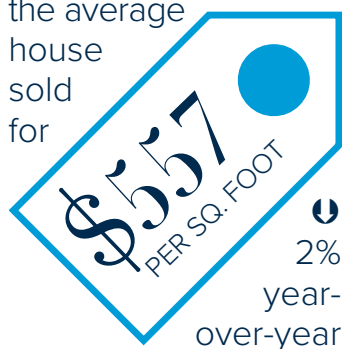


*to a median of
\$980,000*

48% OF HOMES
**SOLD IN THE FIRST
10 DAYS ON MARKET**



the average
house
sold
for



Q3 2025

market review

Seattle went from a hot spring to a balanced summer! And boy, did Seattle show off when it comes to growth in the numbers. While the summer market shifted to a steadier pace, the city's median home price landed at \$980,000, 4% above last year but slightly below Q2's peak. Homes took longer to sell, and bidding wars eased as buyers gained more breathing room much like the Eastside. Still, well-priced listings in popular neighborhoods like West Seattle and North Seattle continued to move quickly and often close to asking price.

Inventory remains healthy, giving buyers options and sellers the chance to stand out through pricing and presentation. Urban cores such as Capitol Hill (+16%) and North Seattle (+18%) held firm, while areas like Ballard and Queen Anne saw small seasonal dips. 48% of homes sold within the first 10 days at their listing price or above, 27% of which experienced multiple offers. Overall, Seattle's housing market remains strong—just more measured and thoughtful as we head into fall.

Our advice to home sellers is genuine and has carried over from Q2: well-priced, well-prepared homes still move quickly, but overall, the frenzy of spring has eased into a steadier rhythm. The first 10 days matter more than ever. For buyers, with more listings than last year and slower sales coupled with lower interest rates, you have a selective advantage and opportunity to find a great property. If single family homes are starting to feel out of reach, don't overlook the townhome and condo market. It's been a fantastic option for buyers looking for value and convenience!

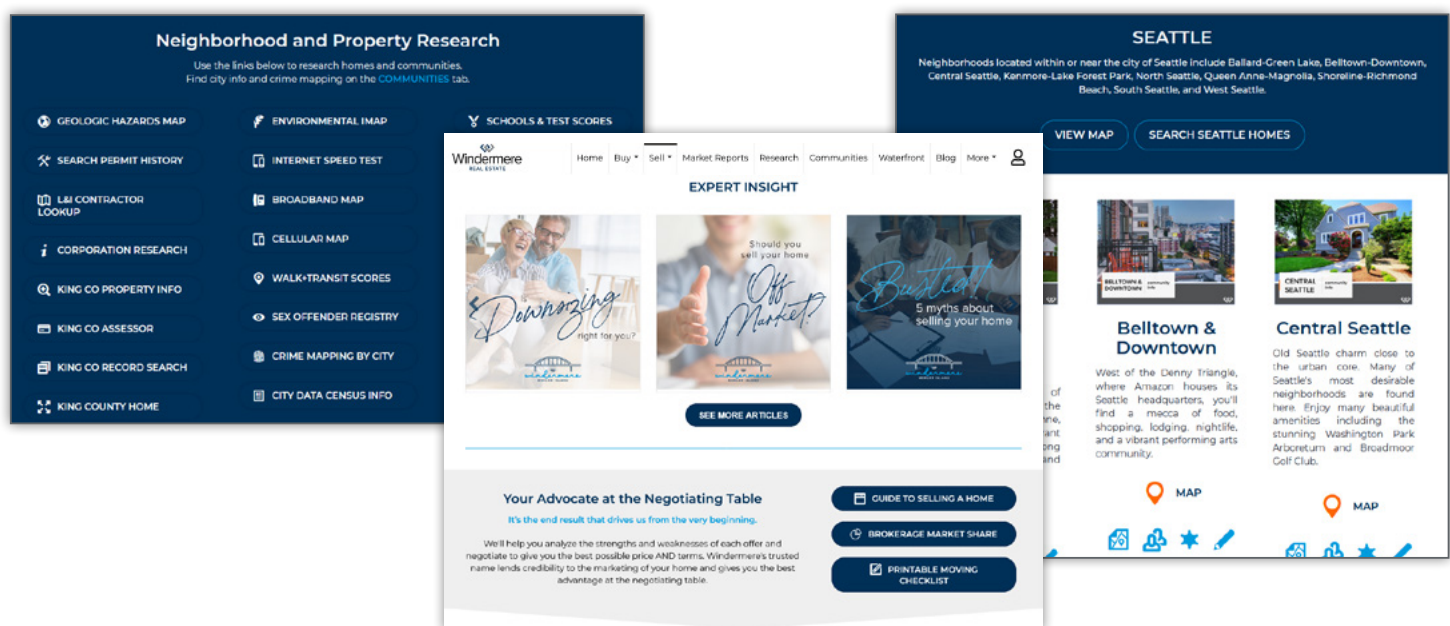


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We earn the trust and loyalty of our brokers and clients by doing real estate exceptionally well. The leader in our market, we deliver client-focused service in an authentic, collaborative and transparent manner and with the unmatched knowledge and expertise that comes from decades of experience.

Centrally located on Mercer Island, our team of Realtors® serve Seattle, Mercer Island, and greater Eastside. Our neighborhood and community engagement goes beyond being avid supporters of Island and regional organizations and events—we are active neighbors and volunteers who enjoy making a difference in our world.

